



SECURITY

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**ANNUAL AUDITED REPORT  
FORM X-17A-5  
PART III**

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FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the  
Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING

05-01-04

AND ENDING

4-30-05

MM/DD/YY

MM/DD/YY

**A. REGISTRANT IDENTIFICATION**

NAME OF BROKER-DEALER: PSA EQUITIES, INC

ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)

1447 York Road

(No. and Street)

Lutherville

MD

21093-6032

(City)

(State)

(Zip Code)

NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT

Peter G Gleason

410 821-7766

(Area Code - Telephone Number)

**B. ACCOUNTANT IDENTIFICATION**

INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report\*

Stout, Causey &amp; Horning, PA

11311 McCormick Road, Suite 400  
Hunt Valley, MD 21031

(Name - if individual, state last, first, middle name)

(Address)

(City)

(State)

(Zip Code)

CHECK ONE:

- ☒ Certified Public Accountant  
☐ Public Accountant  
☐ Accountant not resident in United States or any of its possessions.

**FOR OFFICIAL USE ONLY**

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

## OATH OR AFFIRMATION

I, Peter G Gleason, FIN/OP, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of PSA Equities, Inc, as of June 24, 2005, are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:

N/A

Peter G. Gleason

Signature

FINANCIAL & OPERATIONS PRINCIPAL

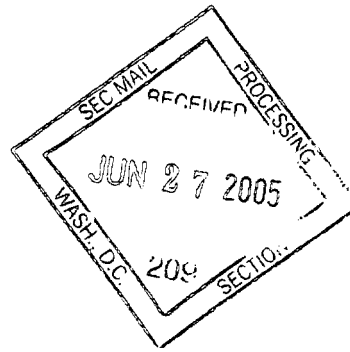
Title

Deborah Mitchener  
Notary Public exp 10-1-08

This report \*\* contains (check all applicable boxes):

- ☐ (a) Facing Page.
- ☐ (b) Statement of Financial Condition.
- ☐ (c) Statement of Income (Loss).
- ☐ (d) Statement of Changes in Financial Condition.
- ☐ (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital.
- ☐ (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
- ☐ (g) Computation of Net Capital.
- ☐ (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
- ☐ (i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3.
- ☐ (j) A Reconciliation, including appropriate explanation of the Computation of Net Capital Under Rule 15c3-3 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
- ☐ (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
- ☐ (l) An Oath or Affirmation.
- ☐ (m) A copy of the SIPC Supplemental Report.
- ☐ (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.

\*\*For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).



## **P.S.A. EQUITIES, INC.**

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**Financial Statements  
Together with Independent Auditors' Report**

**For the Year Ended April 30, 2005**

*Profit from the Relationship*

**SC&H**

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STOUT, CAUSEY & HORNING, P.A.

CERTIFIED PUBLIC ACCOUNTANTS  
MANAGEMENT CONSULTANTS

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11311 McCormick Road, Suite 400  
Hunt Valley, Maryland 21031

## **Independent Auditors' Report**

To the Board of Directors of  
P.S.A. Equities, Inc.:

We have audited the accompanying balance sheet of P.S.A. Equities, Inc. (a Maryland corporation) (the Company) as of April 30, 2005, and the related statements of income, changes in stockholder's equity and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of P.S.A. Equities, Inc. as of April 30, 2005, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

*Stout, Causey & Horning, P.A.*

May 13, 2005

## P.S.A. EQUITIES, INC.

### Balance Sheet As of April 30, 2005

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#### Assets

Cash and cash equivalents	\$	154,943
Restricted cash		100,000
Commissions receivable		65,432
Prepaid expenses and other assets		16,162

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Total Assets	\$	336,537
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#### Liabilities and Stockholder's Equity

##### Liabilities

Commissions payable	\$	29,299
Due to affiliates		65,844

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Total Liabilities		95,143
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#### Commitments and Contingencies (Notes 3 and 9)

##### Stockholder's Equity

Common Stock - 5,000 no-par value shares authorized, 100 shares issued and outstanding		5,000
Accumulated other comprehensive loss		(3,300)
Retained earnings		239,694

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Total Stockholder's Equity		241,394
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Total Liabilities and Stockholder's Equity	\$	336,537
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*The accompanying notes are an integral part of this financial statement.*

# P.S.A. EQUITIES, INC.

## Statement of Income For the Year Ended April 30, 2005

Revenues	
Commissions	\$ 665,681
Interest income	2,070
Fee income	44,027
<hr/>	
Total Revenues	711,778
 Expenses	
Clearing expenses	103,285
Commissions	257,321
Computer expenses and data processing	29,314
Licensing fees	16,766
Professional fees	49,874
Salaries and payroll taxes	199,389
Other operating expenses	53,261
<hr/>	
Total Expenses	709,210
<hr/>	
Income Before Provision for Income Taxes	2,568
 Provision for Income Taxes - Current	
	600
<hr/>	
Net Income	\$ 1,968

*The accompanying notes are an integral part of this financial statement.*

**P.S.A. EQUITIES, INC.**

**Statement of Changes in Stockholder's Equity  
For the Year Ended April 30, 2005**

	Common Stock	Accumulated Other Comprehensive Loss	Retained Earnings	Total Stockholder's Equity
Balance at April 30, 2004	\$ 5,000	\$ (3,300)	\$ 237,726	\$ 239,426
Net Income	-	-	1,968	1,968
Balance at April 30, 2005	\$ 5,000	\$ (3,300)	\$ 239,694	\$ 241,394

*The accompanying notes are an integral part of this financial statement.*

**P.S.A. EQUITIES, INC.**

**Statement of Cash Flows  
For the Year Ended April 30, 2005**

<b>Cash Flows From Operating Activities</b>	
Net income	\$ 1,968
Adjustment to reconcile net income to net cash and cash equivalents provided by operating activities	
Changes in assets and liabilities:	
Increase in commissions receivable	(14,571)
Increase in prepaid expenses and other assets	(2,021)
Increase in due to affiliates, net	114,513
Decrease in commissions payable	(7,260)
<b>Net Cash Provided by Operating Activities</b>	<b>92,629</b>
<b>Net Increase in Cash and Cash Equivalents</b>	<b>92,629</b>
<b>Cash and Cash Equivalents, beginning of year</b>	<b>62,314</b>
<b>Cash and Cash Equivalents, end of year</b>	<b>\$ 154,943</b>

*The accompanying notes are an integral part of this financial statement.*



# **P.S.A. EQUITIES, INC.**

## **Notes To Financial Statements For the Year Ended April 30, 2005**

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### **1. DESCRIPTION OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

P.S.A. Equities, Inc. (the Company) was incorporated in the State of Maryland and is a broker/dealer of securities. The Company is a wholly owned subsidiary of P.S.A. Financial, Inc. (the Parent).

The Company is subject to the provisions of Rule 15c3-3 of the Securities and Exchange Commission. However, the Company operates pursuant to the exemptive provisions of paragraphs (k)(2)(i) and (k)(2)(ii) of Rule 15c3-3. This prohibits the Company from carrying client margin accounts, or otherwise holding client funds or securities, or performing custodial duties with respect to clients' securities. It also requires the Company to promptly deliver all client funds and securities related to mutual fund transactions and to transact all client securities transactions through a special reserve bank account for the exclusive benefit of its clients. The requirements of paragraph (k)(2)(ii) provide that the Company clear transactions on behalf of clients on a fully disclosed basis with a clearing broker/dealer. The clearing broker/dealer carries the accounts of the clients and maintains and preserves all related books and records as are customarily kept by a clearing broker/dealer.

#### **Revenue Recognition**

Commission income and related commission and clearing expenses from security transactions are recorded on a trade date basis.

#### **Cash Equivalents**

The Company considers commercial paper with maturity of three months or less to be cash equivalents. The Company's cash equivalents consist of funds held in a money market account.

#### **Restricted Cash**

The Company is required to maintain a deposit with their clearing broker/dealer. These funds are held by the clearing broker/dealer and may not be withdrawn by the Company, unless the Company changes clearing brokers/dealers.

#### **Income Taxes**

Income taxes are provided for the tax effects of transactions reported in the financial statements (see Note 6).

# **P.S.A. EQUITIES, INC.**

## **Notes to Financial Statements For the Year Ended April 30, 2005**

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### **1. DESCRIPTION OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - cont'd.**

#### **Comprehensive Income**

The Company has adopted the provisions of Statement of Financial Accounting Standards No. 130, *Reporting Comprehensive Income* (SFAS 130). SFAS 130 requires the reporting of comprehensive income in addition to net income from operations. Comprehensive income is a more inclusive financial reporting methodology that includes disclosure of certain financial information that historically has not been recognized in the calculation of net income. SFAS 130 governs the financial statement presentation of changes in stockholder's equity resulting from non-owner sources. Accumulated other comprehensive income as reported in the accompanying balance sheet consists of an unrealized loss from an investment in warrants.

#### **Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

### **2. COMMISSIONS RECEIVABLE**

Commissions receivable represent amounts due to the Company from its clearing broker/dealer and from mutual fund companies relating to client security transactions introduced by the Company.

### **3. OFF-BALANCE-SHEET RISK**

A clearing broker/dealer carries all of the accounts of the clients of the Company and is responsible for execution, collection and payment of funds, and receipt and delivery of securities related to client transactions. Off-balance-sheet risk exists with respect to these transactions due to the possibility that clients may be unable to fulfill their contractual commitments wherein the clearing broker/dealer may charge any losses it incurs to the Company. The Company seeks to minimize this risk through procedures designed to monitor the credit worthiness of its clients and verify that client transactions are executed properly by the clearing broker/dealer.

### **4. NET CAPITAL REQUIREMENTS**

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (Rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. The rule also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio exceeds 10 to 1. At April 30, 2005 the Company is in compliance with this rule.

# **P.S.A. EQUITIES, INC.**

## **Notes to Financial Statements For the Year Ended April 30, 2005**

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### **5. CONCENTRATIONS**

The Company maintains an uninsured money market mutual fund balance in the amount of \$154,718.

In accordance with Paragraph (k)(2)(ii) of Rule 15c3-3 of the Securities and Exchange Commission, the Company has an agreement with a clearing broker/dealer through which certain transactions of its clients are cleared. This agreement may be cancelled by either party, without cause, upon ninety days prior written notice.

### **6. INCOME TAXES**

The Company files a consolidated federal tax return with its Parent. The Company has elected to allocate its portion of the current and deferred taxes by treating its operations as if it were a stand alone taxpayer. Under this allocation, the Company has a balance due to the Parent of \$600 for income taxes payable as of April 30, 2005. The provision for income taxes differs from the provision that would result from applying federal statutory rates to income before provision for income taxes due primarily to the effect of state taxes and the use of graduated federal rates.

### **7. RELATED PARTY TRANSACTIONS**

The Company shares office space and personnel with affiliated companies. At the discretion of management, certain personnel expenses are charged to the Company. During the year ended April 30, 2005, personnel costs totaling \$129,000 were charged to, and paid by, the Company.

The Parent is obligated to pay all indirect expenses of the Company. The Company has no obligation to reimburse or otherwise compensate the Parent for settling the liability related to all or portions of such costs. Such agreement affects the Company's financial position and operating results in a manner that differs from those that might have been achieved if the Company was autonomous.

The Company does not maintain an operating cash account. All direct expenses of the Company are paid by an affiliate and reimbursed by the Company through a due to affiliates account.

### **8. INVESTMENTS**

The Company purchased 300 warrants on June 23, 2000 at a price of \$11 per warrant. As of April 30, 2005, the warrants were determined to be worthless. Accordingly, an unrealized loss of \$3,300 has been recorded to accumulated other comprehensive loss.

## **P.S.A. EQUITIES, INC.**

### **Notes to Financial Statements For the Year Ended April 30, 2005**

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#### **9. LITIGATION**

As of April 30, 2005, the Company is involved in litigation arising from the actions of one of its employees. The Company believes that the ultimate resolution of this matter will not have a material adverse effect on its financial position.

*Profit from the Relationship*

**SC&H**

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STOUT, CAUSEY & HORNING, P.A.

CERTIFIED PUBLIC ACCOUNTANTS  
MANAGEMENT CONSULTANTS

11311 McCormick Road, Suite 400  
Hunt Valley, Maryland 21031

**INDEPENDENT AUDITORS' REPORT ON THE  
SUPPLEMENTARY INFORMATION REQUIRED BY RULE 17a-5  
OF THE SECURITIES AND EXCHANGE COMMISSION**

To the Board of Directors of  
P.S.A. Equities, Inc.:

Our audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedule 1 is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 of the Securities and Exchange Commission. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

*Stout, Causey & Horning, P.A.*

May 13, 2005

## P.S.A. EQUITIES, INC.

### Schedule 1 - Computation of Net Capital and Required Net Capital Under Rule 15c3-1 For the Year Ended April 30, 2005

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#### Net Capital

Total Capital Funds	\$	241,394
Deductions		
Prepaid expenses and other current assets		16,162
Net Capital before Haircuts on Securities and Other Adjustments		225,232
Excess Deductible Fidelity Bond		(44,000)
Haircuts on Securities		(2,529)
Net Capital	\$	178,703

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#### Computation of Aggregate Indebtedness

Commissions payable	\$	29,299
Due to affiliates		65,844
Total Aggregate Indebtedness	\$	95,143

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## P.S.A. EQUITIES, INC.

### Schedule 1 - Computation of Net Capital and Required Net Capital Under Rule 15c3-1 (cont'd.) For the Year Ended April 30, 2005

#### Computation of Basic Net Capital Requirement

6 2/3% of aggregate indebtedness	\$	6,343
Minimum net capital requirement	\$	50,000
Net capital	\$	178,703
Net capital requirement (greater of 6 2/3% of aggregate indebtedness or \$50,000)	\$	50,000
Excess Net Capital (net capital less net capital requirement)	\$	128,703
Excess net capital at 1000% (net capital less 10% of aggregate indebtedness)	\$	169,189
Ratio of aggregate indebtedness to net capital		.53 to 1

# **P.S.A. EQUITIES, INC.**

## **Schedule 1 - Computation of Net Capital and Required Net Capital Under Rule 15c3-1 (cont'd.)**

**For the Year Ended April 30, 2005**

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Reconciliation with Company's computation

(included in Part IIA of Form X-17A-5 as of April 30, 2005)

Net Capital, as reported in Company's Part IIA

(unaudited) FOCUS report

\$ 191,903

Audit Adjustments

Miscellaneous adjustments to Balance Sheet

Due to affiliates

\$ (13,200)

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Total Miscellaneous Adjustments to Balance Sheet

(13,200)

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Net Capital per above

\$ 178,703

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**INDEPENDENT AUDITORS' REPORT ON THE  
INTERNAL CONTROL STRUCTURE REQUIRED BY RULE 17a-5  
OF THE SECURITIES AND EXCHANGE COMMISSION**

To the Board of Directors of  
P.S.A. Equities, Inc.:

In planning and performing our audit of the financial statements and supplemental schedules of P.S.A. Equities, Inc. (the Company), as of and for the year ended April 30, 2005, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following: (1) making quarterly securities examinations, counts, verifications and comparisons; (2) recordation of differences required by Rule 17a-13; (3) complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with accounting principles generally accepted in the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at April 30, 2005, to meet the SEC's objectives.

This report is intended solely for the use of the Board of Directors, management, the SEC, and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

*Stuart Causey & Horning, P.A.*

May 13, 2005